

AN ORDINANCE

98910

SELECTING A FIRM TO PROVIDE ENTERTAINMENT AND
RESTAURANT SERVICES UNDER A FIFTEEN (15) YEAR LEASE
AGREEMENT FOR THE TOWER OF THE AMERICAS.

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WHEREAS, during a City Council B Session on March 13, 2003, City staff briefed the City Council on issues facing the Tower of the Americas; and

WHEREAS, City Council authorized issuing a Request for Proposals (RFP) for operating the entire facility, extending the restaurant concession agreement to allow time for this process, and coordinating scheduled City capital improvements with any improvements proposed by the concessionaire; and

WHEREAS, it was determined that a hospitality industry consultant was needed to assist with the RFP process, including development of the RFP, solicitation of public input, evaluation of the submitted proposals and negotiation of the final operating agreement; and

WHEREAS, a Request for Qualifications (RFQ) was advertised and Fessel International Hospitality Consultants was selected to perform these services through Ordinance 97880 on June 26, 2003; and

WHEREAS, an RFP, including evaluation criteria, was approved by City Council on October 16, 2003, for operation of the Tower of the Americas restaurant, parking lot, observation level and ground level and the RFP was released on October 28, 2003; and

WHEREAS, on January 9, 2004, the date that the RFPs were due, three vendors submitted proposals for consideration, two of which were responsive to the City's RFP, which were Landry's Restaurants, Inc. and Tower Foods, Inc.; and

WHEREAS, the City staff established an evaluation committee, which included representatives from the various City departments and outside organizations; and

WHEREAS, Tower Foods, Inc. and Landry's Restaurants, Inc. provided 30 minute presentations to the evaluation committee on January 27, 2004 and the committee assigned scores to the evaluation criteria, based upon both the written proposals and the verbal presentations; and

WHEREAS, on February 19, 2004, during the City Council B Session, staff presented the RFP process to the City Council and the two proposers made 20 minute presentations; and

WHEREAS, based on the criteria and the evaluation committee's recommendations, City staff recommends that the City Council authorize staff to begin contract negotiations with Landry's Restaurants, Inc. for the development, operation and maintenance of the Tower of the Americas,

to be completed within 60 days (by May 3, 2004) and to bring a completed contract back to City Council at a later date to authorize and approve a contract; **NOW THEREFORE:**

BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF SAN ANTONIO:

Section 1. The City Manager or her designee is hereby authorized to enter into contract negotiations with Landry's Restaurants, Inc. for the development, operation and maintenance of the Tower of the Americas. Said negotiations shall last no more than 60 days and the resulting negotiated contract shall be brought back to the City Council for final approval.


Section 2. This ordinance shall become effective March 14, 2004.


PASSED AND APPROVED this 4th day of March, 2004.



M A Y O R

EDWARD D. GARZA

ATTEST: 
City Clerk

APPROVED AS TO FORM: 
City Attorney